


# 2006 ANNUAL REPORT

October 1, 2005 – September 30, 2006



AMERICAN PRINTING HOUSE FOR THE BLIND, INC.





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## Introduction to the American Printing House for the Blind

### SERVICE SINCE 1858

The American Printing House for the Blind (APH) has served our nation's blind and visually impaired citizens since before the Civil War. Founded in 1858, APH is the oldest company in the U.S. dedicated to creating products for people who are blind or visually impaired and is the largest organization of its kind in the world.

### EXTENSIVE RANGE OF PRODUCTS

APH's product lines uphold our mission and include a wide variety of unique educational and daily living items. Some examples of our hundreds of products include: accessible textbooks and tests; large print organizers; braille teaching programs; talking educational software; tactile graphics tools; and science teaching kits.

These offerings are detailed in our comprehensive *Products Catalog*, organized into the National Agenda's core and expanded core curriculum instructional areas. APH also provides specialized catalogs: *Daily Living*, *Family Life*, and *Bookstore*. In addition, we offer the *APH Demo Disc*, which includes accessible catalogs and demo versions of our software.

Specialty products, such as audio books and braille restaurant menus, are created by APH for commercial customers. In addition, APH makes custom-

ordered materials on demand, such as single copies of enlarged print textbooks.

In partnership with the field, the APH Department of Research supports the creation of a wide range of products by maintaining ongoing research and development activities.

### UNIQUE SERVICES OFFERED

Examples of services offered by APH include:

- The *APH News* monthly newsletter featuring the latest information on APH products and services
- The *Louis* accessible materials database, including the APH File Repository
- NIP Training Events: APH partners with Ex Officio Trustees and others to provide National Instructional Partnership events across the country. Contracted experts create and present expanded instruction on the use of specific APH products in educational settings and across educational curricula.
- Accessible Magazines: APH offers a free subscription service for accessible editions of *Reader's Digest*® and *Newsweek*®. Donations are accepted to defray costs.



### CORPORATE STATUS AND MANDATE

APH is a private, nonprofit 501(c)(3) corporation. Responsibility for its administration rests with:

- Corporate Trustees chosen from the local business and professional community
- Ex Officio Trustees from educational and rehabilitation entities that serve students who are visually impaired or blind across the United States.

APH voluntarily complies with the provisions of the Sarbanes-Oxley Act of 2002 that sets the business standards for corporate governance and financial disclosure.

Much of APH's mandate is derived from the federal Act to Promote the Education of the Blind of 1879. This act designates APH as the official supplier of educational materials to all eligible blind students in the United States working at less than college level.

For additional information on APH and its full range of products and services that support products, visit [www.aph.org](http://www.aph.org).

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## MISSION STATEMENT

*The American Printing House for the Blind  
promotes independence of blind and visually impaired persons by providing  
specialized materials, products, and services needed for education and life.*

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**Note:** This annual report is available on the web at [www.aph.org](http://www.aph.org). Click on the “About APH” link.

# OFFICERS, TRUSTEES, AND COMMITTEES

## Corporate Section: Officers, Trustees, and Committees, Fiscal Year 2006



W. James Lintner Jr.,  
Board Chairman

### CORPORATE TRUSTEES

Charles Barr, M.D.  
S. Gordon Dabney  
George N. Gill  
Jane Hardy  
Albert C. Horton  
Julie S. Lee, M.D.  
W. James Lintner Jr.  
W. Barrett Nichols  
J. A. Paradis III  
Bart Perkins  
Tuck Tinsley III, Ed.D.  
Darrell R. Wells  
Virginia T. Keeney, M.D.,  
Trustee Emerita  
J. A. Paradis, Trustee Emeritus  
JoAnn Paradis, Trustee Emerita

### CORPORATE OFFICERS

W. James Lintner Jr., Chairman  
S. Gordon Dabney,  
Vice Chairman  
Darrell R. Wells, Treasurer  
Tuck Tinsley III, Ed.D., President  
William G. Beavin, Vice President  
of Finance and Secretary  
Robert B. Brasher, Vice President  
of Advisory Services  
and Research  
Jack N. Decker, Vice President  
of Production

Donald J. Keefe, Vice President  
of Development  
J. Gary Mudd, Vice President  
of Public Affairs

### EX OFFICIO TRUSTEES

Ex Officio Trustees are responsible for the administration of the federal Act to Promote the Education of the Blind of 1879. The Ex Officio Trustees are the executive heads of schools for the blind, the chief state school officers of each state department of education, or the executive officers of other agencies serving the blind. If they choose, these executives may designate the Trusteeship to an appropriate professional within their organizations.

### EX OFFICIO TRUSTEE ADVISORY COMMITTEES OCTOBER, 2005 – OCTOBER, 2006

The name of each member is followed by his or her term expiration date.

### EDUCATIONAL PRODUCTS ADVISORY COMMITTEE

Carol McCarroll, Chair,  
Tennessee, 2005  
Robb Farrell, Maryland, 2006  
Jean Small, Maine, 2006  
Bernadette Kappen, Pennsylvania,  
2007  
Tom Winton, North Carolina,  
2007  
Lorri Quigley, Utah, 2008  
Dean Stenehjerm, Washington,  
2008  
Kenalea Johnson, New Mexico,  
Alternate, 2006

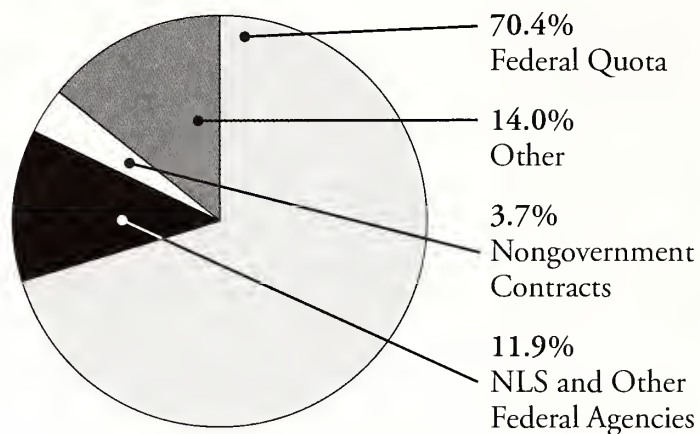
### EDUCATIONAL SERVICES ADVISORY COMMITTEE

Karen Blankenship, Chair, Iowa,  
2005  
Joseph Catavero, New York, 2006  
Jean Martin, Minnesota, 2006  
Jacqueline Denk, Kansas, 2007  
James Downs, Georgia, 2007  
Carmen Suminski, North Dakota,  
Alternate, 2005

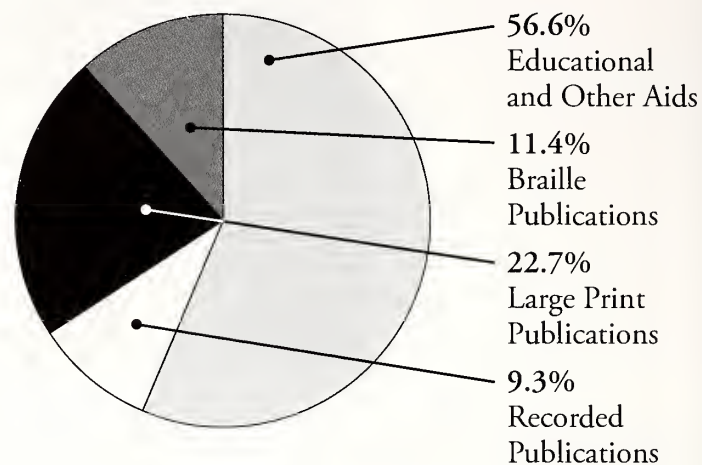


# FINANCIAL AND PRODUCTION HIGHLIGHTS

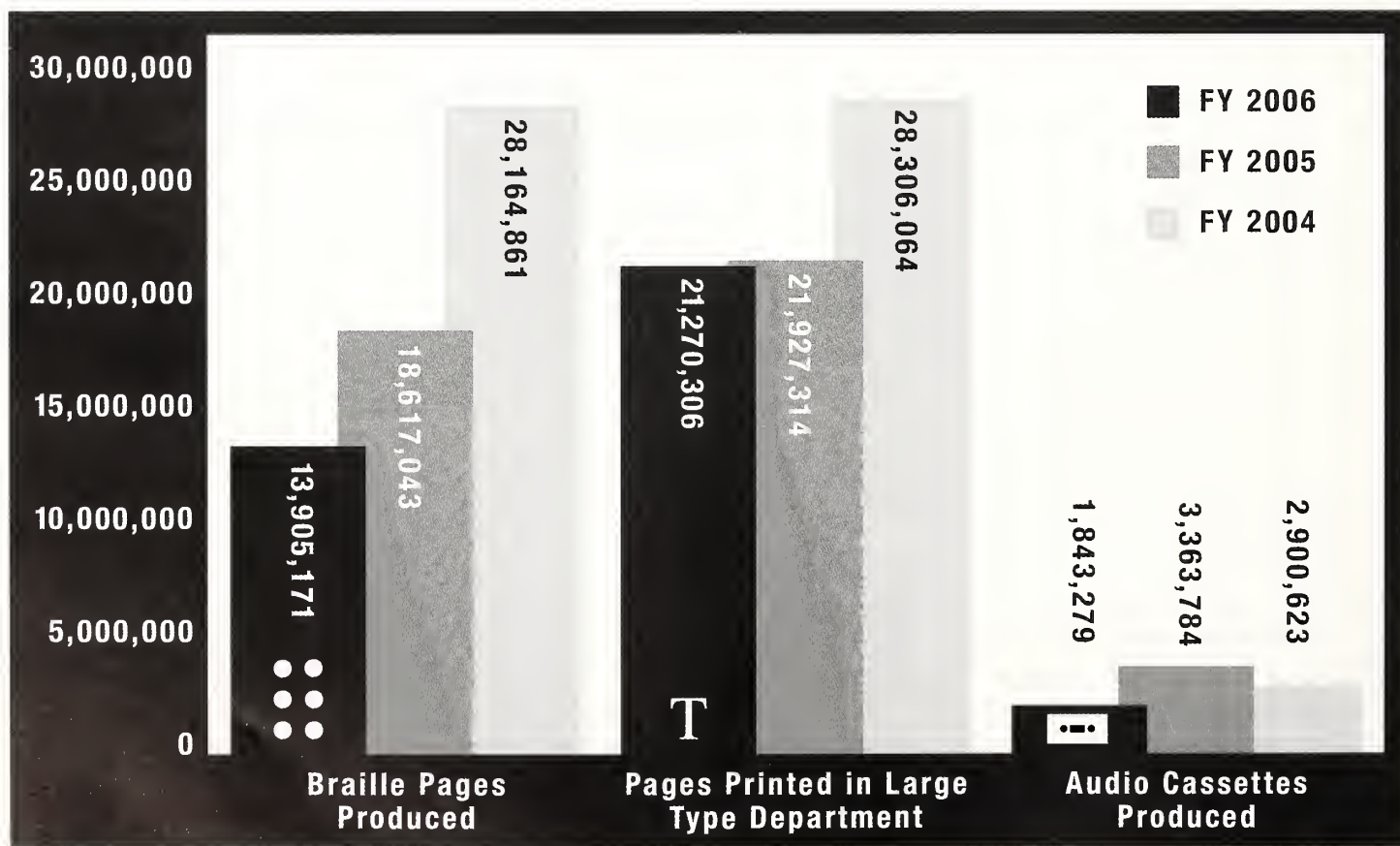
## REVENUE DOLLAR



## TYPES OF PRODUCTS SOLD



## APH PRODUCTION HIGHLIGHTS





Tuck Tinsley III,  
APH President

“Setting records in the face of adversity” seems to be the most appropriate way to describe 2006 for the American Printing House for the Blind. It was a great year, despite a couple of major “hurdles.”

The hurdles were a strike by part of our workforce and the loss of a major contract. Employees represented by the Teamster’s Union were on strike for the seven-week period between November 28, 2005, and January 17, 2006. Non-bargaining unit employees and supervisors assisted with production, allowing us to continue meeting customer needs.

On January 13, while the union was on strike, we learned that we lost the majority of work planned for our Recording Studio and Tape Duplication Department for 2006. We expected to receive 500 titles from the National Library Services for the Blind and Physically Handicapped (NLS), but received a contract for only 44 titles. Due to having budgeted revenue of \$2.3 million in 2006 for this work, a major layoff in March 2006 was necessary.

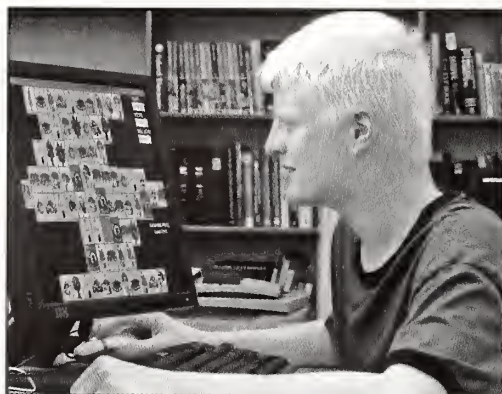
## RECORDS SET IN FY 2006

In spite of the strike and the loss of the NLS contract, several records were set in 2006, including:

- achieved record net assets of \$96,737,000, an increase of \$7,402,000 from 2005;
- achieved record sales of \$23,563,000, despite a \$1.4 million loss of sales in the Talking Book Program of the Library of Congress; and
- produced a record 78 new products (previous high was 65) during 2006.

## PRODUCTION HIGHLIGHTS DURING 2006 INCLUDED THE FOLLOWING:

- increased the number of new braille textbooks by 74 titles;
- completed 174 new textbook titles using APH’s unique Large Print Process, a 135% increase over 2005;
- increased the number of electronic textbooks in the APH File Repository by 31% to 4,918 titles;
- increased records describing accessible resources in *Louis* by over 10,000 to a total of over 201,000 records;
- edited approximately 200 state assessments for presentation in braille and large print formats, a 25% increase over 2005;
- utilized over 100 professionals as field testers of products in development in 2006; and
- signed a ground-breaking contract with another company to co-develop a revolutionary new personal data assistant.



Introduced during FY06, *Toodle Tiles: Emmy's Town™* is an educational computer game for students 5 and up. Based on the matching game of Mahjong, it provides practice in visual scanning, visual memory, and listening skills.

## PRODUCTION HIGHLIGHTS DURING 2006 INCLUDED THE FOLLOWING:

- continued to identify and provide additional training to braille transcribers nationwide – APH utilizes over 300 NLS certified transcribers, including those in five prison programs;
- eliminated the requirement of providing print textbooks with braille and large print orders to the great delight of customers;
- conducted seven webcasts, including a tactile graphics event in which 480 people participated;
- made approximately 90 presentations on APH activities and other professional topics at 60 venues;
- hosted six National Instructional Partnership events, working through Ex Officio Trustees in Alabama, New Mexico, New York, Kentucky, and Virginia;
- provided on-site, hands-on product training at the University of Alabama at Birmingham, New Mexico State University, University of Arizona, Florida State University, and Western Michigan University; and
- provided four major test assessment workshops for more than 100 professionals.

## OTHER HIGHLIGHTS INCLUDED THE FOLLOWING:

- built the foundation for the National Instructional Materials Access Center (NIMAC) in preparation for its opening on December 4, 2006, as mandated in legislation;
- reached 365 days (full year) of work without a loss time injury;
- completed the 2006 Physical Inventory with 99.9% accuracy; and
- began digitizing photographs and documenting the archival collection of the Callahan Museum to prepare an on-line collections catalog on the museum page of the APH website.



## DATA FROM THE FY 2006 FEDERAL QUOTA CENSUS

Data for FY2006 regarding the Act to Promote the Education of the Blind indicate the number of legally blind students registered was 57,983, an increase of 1.4% (784) over the number registered for FY 2005. The 2006 appropriation provided \$237.91 per student for educational materials, a 3.4% increase over the \$230.14 per capita allocation in 2005. Of the 57,983 students, 10% (5,615) were registered as braille readers, 27% (15,482) as visual readers, 6% (3,592) as auditory readers, 34% (19,551) as non-readers, and 24% (13,743) as pre-readers. Of this group, 83% (48,402) were registered by state departments of education, 9% (5,003) were registered by residential schools for the blind, 5% (2,819) were registered by rehabilitation programs, and 3% (1,759) were registered by multiple disabilities programs.

## SARBANES-OXLEY ACT COMPLIANCE

In May 2004, we voluntarily set in place the structure to comply with the provisions of the Sarbanes-Oxley Act of 2002 which sets the business standards for corporate governance and financial disclosure for for-profit companies. We engaged Cotton & Allen Certified Public Accountants and Consultants to audit APH's 2006 financial statements and prepare the 2006 annual income tax return, Form 990, for a fee not to exceed \$26,500.

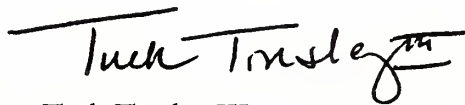
## MOVING AHEAD IN 2007

As we move into 2007, focus will be placed on the skills and wellbeing of APH's employees; improvement of braille production; and the development of assistive technology. We salute members of APH's corporate Board of Trustees who take their responsibilities very seriously and provide strong, wise guidance. We thank J. A. Paradis III, who retired from the Board after eleven years of service, and welcome Herbert W. Perkins III and Jane Hardy, who joined the Board in 2006. On behalf of the Board of Trustees and administration of APH, we close by expressing sincere appreciation to all the professionals who participate with us at APH in administering the Act to Promote the Education of the Blind, the first special education legislation enacted by our Federal Government.

Respectfully submitted,



W. James Lintner Jr.,  
Chairman



Tuck Tinsley III,  
President

## ANNUAL REPORT PRODUCTION CREDITS

Editorial Committee:

Scott Blome, Bob Brasher,  
Becki Moody, Tuck Tinsley

Editor: Scott Blome

Project Assistant: Becki Moody

Design, Layout, Production Art:  
Bisig Impact Group

# SECRETARY'S REPORT

## SECRETARY'S REPORT, 2006 FORMAL MEETING OF EX OFFICIO TRUSTEES

*The 138th Formal Meeting of the Ex Officio Trustees of the American Printing House for the Blind convened at 12:00 p.m., October 14, 2006, at the Marriott Downtown in Louisville, Kentucky. The following conferees were present:*

### EX OFFICIO TRUSTEES ATTENDING

Yvonne Ali (MO)  
Dorothy Arensman (GA)  
Michael Bina (MA)  
Stephanie Bissonette (VT)  
Karen Blankenship (IA)  
Dan Boyd (SD)  
Rod Brawley (CA)  
Kathy Brown (MI)  
Larry Brown (OR)  
Joseph Catavero (NY)  
Retha Coburn (NM)  
Mike Cole (CA)  
Derrick Cox (KY)  
Suzanne Dalton (FL)  
William Daugherty (KS)  
Jacqueline Denk (KS)  
David DeNotaris (NJ)  
James Downs (GA)  
Karen Duffy (NE)  
Jim Durst (IN)  
Leslie Durst (IN)  
Angyln Franquemont (AR)  
Steve Gettel (MT)  
Sally Giittinger (NE)  
Stacy Grandt (WI)  
Jeanette Haines (CT)  
Dotta Hassman (IA)  
Phil Hatlen (TX)  
Ann Hicks (CO)  
Robert Hill (AZ)  
Jeremiah Holiday (WI)  
Dianna Jennings (NM)  
Cathy Johnson (KY)  
Bernadette Kappen (PA)  
Evelyn Kelso (NH)  
Teresa Lacy (AL)  
Jean Martin (MN)

Carol McCarroll (TN)  
Marty McKenzie (SC)  
Elizabeth McKown (SC)  
Cheryl Misialek (ND)  
Nancy Niebrugge (CA)  
James Oldham (TN)  
Don Ouimet (OR)  
Barbara Perkis (IL)  
Rosie Pridgen (MS)  
Lorri Quigley (UT)  
Steven Rothstein (MA)  
Donna See (WV)  
Dean Stenehjerm (WA)  
James Sucharski (MO)  
Carmen Suminski (ND)  
Chris Tompkins (AZ)  
Katrena Trout-Savino (RI)  
Louis Tutt (CO)  
Tom Winton (NC)  
Stuart Wittenstein (CA)  
Lisa Wright (MD)

### APH STAFF ATTENDING

Ralph Bartley  
Janie Blome  
Scott Blome  
Bob Brasher  
Jack Decker  
Mary Nelle McLennan  
Becki Moody  
Gary Mudd  
Julia Myers  
Kathy Smiddy  
Jane Thompson  
Tuck Tinsley  
Debbie Willis

### OTHER ATTENDEES

Annette Reichman,  
U.S. Department of Education,  
Washington, DC

Brook Fulton and Kelli Sanchez,  
American Sign Language  
Interpreters assigned to  
Annette Reichman

The meeting was opened with a welcome from Dr. Tuck Tinsley III, President and member of APH's Board of Trustees. Dr. Tinsley introduced Annette Reichman, Project Officer of the U.S. Department of Education, who oversees APH's administration of the Act to Promote the Education of the Blind. Ex Officio Trustees and APH staff in attendance introduced themselves and the organizations and departments they represented.

## MINUTES OF THE BUSINESS MEETING

Dr. Tinsley thanked Ex Officio Trustees for their attendance and stressed the importance of their participation in Annual Meeting. He provided a brief state-of-the-company report and informed the Ex Officio Trustees that he would address questions at the conclusion of his report, including topics summarized below.

- **Strike** – The seven-week strike by the Teamster's Union employees started on November 29, the Tuesday after Thanksgiving, and ended on January 17, the Tuesday after Martin Luther King Day. This is the period of time when we traditionally are finishing back orders from the beginning of school and are starting to build inventory for the next school year. APH's non-bargaining unit employees pitched in and made it "a time to remember."
- **Reduction in Force** – On January 13, while the union was still on strike, we learned that we lost the majority of work planned for our Recording Studio and Tape Duplication Department for 2006. We expected to receive 500 titles (the maximum allowed), but received a contract for only 44 titles. The major action taken by APH to reduce expenses was a reduction in force. Twenty bargaining unit positions were eliminated and 35 other employees, including

3 supervisors, were laid-off. Of the 55 people affected, 5 were successful in filling vacant positions, therefore 50 employees were actually laid-off.

- **Finances** – FY 2006 sales were at an all-time high of over \$23.5 million. New products constituted \$2.3 million of these sales (defined as products introduced in FY 2004 and FY 2005). Sales of large print color textbooks were up nearly \$1.5 million or 87% from FY 2005. The \$2 million investment in the Xerox® iGen3™ digital color press has proven to be a sound decision.

The APH Endowment reached an all-time high in FY 2006, with the APH Board approving 26 special projects for funding in FY 2007 using Endowment fund interest.

- **Status of FY2007 Appropriation Request** – Fiscal year 2007 began on October 1 without an approved Federal budget. Both the Senate and the House of Representatives have adjourned until after the November elections, and the Federal government is now operating on a Continuing Resolution – at least until November 13. This means that APH will continue to operate at the FY 2006 funding level of \$17.5 million until the new budget is passed.

- **Wellness Kickoff** – An all-company meeting on August 12 was used as the kickoff of the APH Wellness Program. The program will consist of several components, including Safety, Fitness, Nutrition/Weight Control, Drug Policy, Smoking Cessation Program, and Employee Health Profiles.

Of the greatest interest were the drug policy and the smoking cessation program. Since October 1, APH makes conditional offers of employment for new hires. These offers are conditional on the applicant successfully passing a drug/alcohol screening test. The screening of new hires is part of the APH Drug Policy that was implemented on October 1.

As of Monday, October 2, smoking was banned in our building. The former smoking room will be painted and cleaned up for other use. As of Tuesday, January 2, 2007, there will be no smoking allowed in the building, on the grounds, or in vehicles on APH property. Plans now are to implement the Coopers Clayton Program for those who wish to quit smoking. The program is divided into 3 stages over a 13-week period.



## APPROVAL OF COMMITTEE NOMINEES

Kathy Brown, Chair of Nominations Committee and Ex Officio Trustee representing the Michigan State Department of Education presented the committee's slate of nominees for advisory committee members and chairpersons as follows:

- **Jean Small**, Ex Officio Trustee representing the Maine Division for Blind and Visually Impaired, was nominated as the Chair of the Educational Products Advisory Committee (EPAC) for 2006.
- **Nancy Niebrugge**, Ex Officio Trustee representing the Braille Institute of America, and **Steven Rothstein**, Ex Officio Trustee representing the Perkins School for the Blind, were nominated to serve three-year terms for EPAC.
- **Joe Catavero**, Ex Officio Trustee representing the New York Institute for Special Education, was nominated as the alternative committee member for EPAC.
- **Jean Martin**, Ex Officio Trustee representing the Minnesota Department of Education, was nominated as the Chair of the Educational Services Advisory Committee (ESAC) for 2006.

- **Barbara Perkis**, Ex Officio Trustee representing the Illinois State Board of Education, and **Mike Bina**, Ex Officio Trustee representing the Perkins School for the Blind, were nominated to serve two-year terms for ESAC.

A motion to accept the nominees for EPAC and ESAC Committee Members was made, seconded, and unanimously passed.

## APPROVAL OF ADVISORY COMMITTEE REPORTS

Carol McCarroll, 2006 Chair of the Education Products Advisory Committee (EPAC), and Ex Officio Trustee representing the Tennessee State Department of Education, and Karen Blakenship, Chair of the Education Services Advisory Committee (ESAC) and Ex Officio Trustee representing the Iowa Department of Education recognized their respective committee members and requested approval of the reports previously distributed to the Ex Officio Trustees. A motion to accept the reports as offered was made, seconded, and passed unanimously.

Bob Brasher and Janie Blome acknowledged Carmen Suminski, Ex Officio Trustee representing the North Dakota Department of Public Instruction, and the Advisory Committee Member Chairs, Karen Blankenship and Carol McCarroll, with gifts from APH. They also recognized retiring Ex Officio Trustees Robb Farrell and Kenelea Johnson.

At Dr. Tinsley's request, Bob Brasher and Janie Blome provided the closing remarks. The meeting was adjourned at 1:30 p.m.

Respectfully submitted,

**Kathy Smiddy**,  
Executive Secretary, APH

**Note:** Full reports of the Ex Officio Trustee Advisory Committees are provided in this annual report. Please see page 13.

## "Adjusting the Sails"



It was a special honor to have the opening address presented by Michael Hingson, National Public Affairs and Donor Relations Officer for Guide Dogs for the Blind. Hingson and his guide dog Rosell are an example of the deep bond and partnership between human and animal. Hingson told the moving and inspirational story of their escape from the World Trade Center on September 11, 2001. Left to right: Michael Hingson, Ellen Patz, Dr. Arnall Patz.



The Wings of Freedom, APH's highest award, was established to honor individuals who have demonstrated exemplary leadership in the field of blindness. Dr. Arnall Patz, referred to as "one of the greatest ophthalmologists of the 20th century," received the Wings Award for his lifetime of pioneering research. Left to right: Burt Boyer, APH; Dr. Patz; and Tuck Tinsley, APH.



Fred Otto, Project Leader, APH, is pictured with educator and author Lois Harrell, recipient of APH's Zickel Award. Harrell was honored for developing the tactile graphics curriculum *Teaching Touch*.



APH's Creative Use of Braille Award was conferred on the Braille Institute of America in recognition of the Braille Challenge, which promotes and rewards braille literacy through a nationwide student competition. Pictured are Les Stocker and Nancy Niebrugge, both from the Braille Institute.

We were pleased to again welcome Annette Reichman, Project Officer of the US Department of Education, to Annual Meeting. Reichman participated in the meeting and took a keen interest in APH products and services.







Alan Freeman (center) is posed proudly alongside his sculpture *Cat Critter Mask*. Accompanying him are his parents, Kenneth and Irene Freeman.



Two new honorees were inducted into the Hall of Fame for Leaders and Legends of the Blindness Field: Anne Sullivan Macy, teacher to Helen Keller and education pioneer; and Dr. Arnall Patz, pioneering ophthalmologist. Rick Welsh and Mary Nelle McLennan introduced the inductees. Left to right: Rick Welsh, President, Pittsburgh Vision Services (retired); Dr. Patz; Mary Nelle McLennan, Executive Advisor to the President, APH; Steve Rothstein, President, Perkins School for the Blind.



Tom Sullivan, motivational speaker, athlete, singer, actor, writer, and producer, awed attendees with a spellbinding session describing the influence that blindness professionals had on his life. Sullivan inspired all present to continue to improve services for blind and visually impaired individuals.



During the Product Showcase, Penny Rosenblum, University of Arizona, and Terrie Terlau, APH, demonstrated the new DVD *Reclaiming Independence: Staying in the Driver's Seat When You No Longer Drive*. Donna Keale, Outreach Coordinator, Colorado School for the Deaf and the Blind, listened intently.



Cay Holbrook, Associate Professor and Program Coordinator in Visual Impairment at the University of British Columbia, served as APH's first Executive in Residence. In that role she has provided support and counsel for our research department and assisted with major policy issues.



# REPORTS FROM THE ADVISORY COMMITTEES

## Reports from the Advisory Committees to the Ex Officio Trustees of the American Printing House for the Blind, Fiscal Year 2006

The Ex Officio Trustee Nominations Committee 2006 (left to right): Mike Cole, California; Kathy Brown, Michigan, Chair; Dan Boyd, South Dakota.



### FORMAL REPORT: 2006 NOMINATIONS COMMITTEE FOR EX OFFICIO TRUSTEE ADVISORY COMMITTEES

The members of the 2006 Nominations Committee are:

- **Kathy Brown**, Michigan, Chair
- **Dan Boyd**, South Dakota
- **Mike Cole**, California

Members of the Committee are honored to have been asked to perform the important assignment of nominating Ex Officio Trustees to serve on APH's two Advisory Committees.

The Educational Products Advisory Committee and the Educational Services Advisory Committee support APH in the organization's continuous improvement process, focusing on providing quality products and services that effectively meet the needs of our field. Ex Officio Trustees benefit and contribute through service on the Advisory Committees; the experience is an opportunity to learn about APH and to impact our important work.

Advisory Committee members are nominated with the following in mind:

- Geographic representation;
- Representation from a variety of agencies eligible for Federal Quota Funds;
- Experience as an Ex Officio Trustee;
- No Advisory Committee experience in the last three years;
- Gender diversity;
- A willingness to accept the responsibilities of the membership;
- The members of the Nominations Committee may not self-nominate.

The 2006 Nominations Committee recommended the following slate that was unanimously approved at the Formal Meeting of the Ex Officio Trustees convened on October 14, 2006, in Louisville, Kentucky:

### EDUCATIONAL PRODUCTS ADVISORY COMMITTEE

**Chair for a one-year term:**

**Jean Small**, Ex Officio Trustee representing the Maine Division for the Blind and Visually Impaired

**For three-year terms as committee members:**

**Nancy Niebrugge**, Ex Officio Trustee representing the Braille Institute of America (CA); **Steven Rothstein**, Ex Officio Trustee representing the Perkins School for the Blind (MA)

**Alternate for a one-year term:**

**Joe Catavero**, Ex Officio Trustee representing the New York Institute for Special Education

## Reports from the Advisory Committees of APH:

### Nominations Report, Fiscal Year 2006 {CONTINUED}

The full 2006-2007 Educational Products Advisory Committee will be: (The year preceding the name indicates the final year of regular committee tenure.)

Chair – Jean Small, Maine  
2007 – Bernadette Kappen,  
Pennsylvania

2007 – Tom Winton,  
North Carolina

2008 – Lorri Quigley, Utah

2008 – Dean Stenehjem,  
Washington

2009 – Nancy Niebrugge,  
California

2009 – Steven Rothstein,  
Massachusetts

Alternate – Joe Catavero,  
New York

### THE EDUCATIONAL SERVICES ADVISORY COMMITTEE

Chair for a one-year term:  
Jean Martin, Ex Officio Trustee  
representing the Minnesota  
Department of Education

For two-year terms as committee members: Michael Bina, Ex Officio Trustee representing the Perkins School for the Blind (MA); Barbara Perkis, Ex Officio Trustee representing the Illinois State Board of Education

Alternate for a one-year term:  
Joe Catavero, Ex Officio Trustee  
representing the New York  
Institute of Special Education

The full 2006-2007 Educational Services Advisory Committee will be: (The year preceding the name indicates the final year of regular committee tenure.)

Chair – Jean Martin, Minnesota  
2007 – Jacqueline Denk, Kansas  
2007 – James Downs, Georgia

2008 – Michael Bina,  
Massachusetts

2008 – Barbara Perkis,  
Illinois

Alternate – Joe Catavero,  
New York

The Nominations Committee thanks the new and returning Advisory Committee members and chairs for their willingness to serve. We encourage all interested Ex Officio Trustees to declare your interest to be a future Advisory Committee member; it is the single most important way to contribute as an Ex Officio Trustee.

Respectfully submitted,

Kathy Brown, Chair



Mike Cole and Dan Boyd,  
Members of the  
Nominations Committee  
Louisville, Kentucky  
October 14, 2006

## Reports from the Advisory Committees of APH: Educational Services Advisory Committee, Fiscal Year 2006

The Ex Officio Trustee Educational Services Advisory Committee as of May, 2006 (left to right): Jacqueline Denk, Kansas; Joe Catavero, New York; Karen Blankenship, Chair, Iowa; Jean Martin, Minnesota; James Downs, Georgia; not pictured: Carmen Suminski, Alternate, North Dakota.



### REPORT OF THE EDUCATIONAL SERVICES ADVISORY COMMITTEE TO THE TRUSTEES OF THE AMERICAN PRINTING HOUSE FOR THE BLIND FOR FISCAL YEAR 2006

#### INTRODUCTION

The purpose of the Educational Services Advisory Committee (ESAC) is to:

- Provide oversight and leadership in the planning, evaluation, and delivery of services,
- Identify new services needed,
- Assist the promotion of APH products through services and,
- Advise APH on general operations and communications as they relate to the accountability of services provided.

The Committee met May 15 - May 18, 2006 to address the 2005 ESAC report and to develop commendations and recommendations based on APH's response to this report. To assist with this endeavor, interactive presentations were made by APH's administrative staff and

ESAC committee members. These interactive presentations provided progress updates on the 2005 recommendations, operations, and information on new initiatives.

#### ESAC COMMENDATIONS 2006

The Committee commends APH for:

1. Its commitment to promoting and improving services and products as related to the Act to Promote the Education of the Blind (1879).
2. Mandatory training of the Ex Officio Trustees (EOTs) that was conducted at the 2005 Annual Meeting.
3. Developing collaborative relationships, as follows:
  - a. Leadership in the National Agenda for the Education of Children and Youths

with Visual Impairments, Including Those with Multiple Disabilities (Steering Committee and Goals 2, 6, 8 representation)

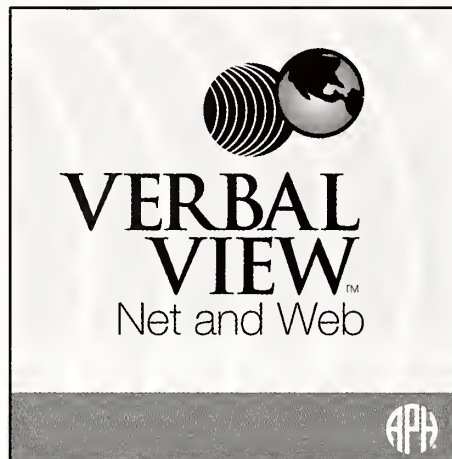
- b. Partnerships with state entities and publishers by the Accessible Tests Department and Accessible Textbook Department (ATIC):

- National Center for Educational Outcomes – Universal Design Guidelines
- National Center for Accessible Media – 3 year grant to design a description of Science Technology, Engineering and Math (STEM) content for digital talking books



## Reports from the Advisory Committees of APH:

### Educational Services Advisory Committee, Fiscal Year 2006 {CONTINUED}



The *Verbal View of the Net and Web* tutorial helps blind and visually impaired computer users learn to access information on the internet. This title is a part of the Verbal View series – tutorials emphasizing keyboard commands and other topics benefiting blind users.

#### COMMENDATIONS, CONT.

- Comprehensive Adult Student Assessment System (CASAS) to develop their first assessment in braille
  - National Center for Leadership in Visual Impairment (NCLVI)
  - American Psychological Association (APA)
  - The partnership developed with the Braille Authority of North America (BANA) to develop guidelines for tactile graphics
4. Creation of an approved braille producer's network that is accessible to EOTs – Accessible Media Producers (AMP).
  5. New Direction for the Museum:
    - a. Hiring of the museum director
    - b. Solicitation of needs from the field
    - c. Identification of a broader audience
    - d. Exploration of educational opportunities
  6. Provision of National Instructional Partnerships (NIPs) that support APH products:
    - a. Use of webcasts (i.e., tactile graphics, Book Ports™)
    - b. Partnership with experts for product training
  7. Efficient production/distribution of large print.
  8. APH's efforts to identify and create a process for the National Instructional Materials Access Center (NIMAC) that will improve access to general education for children and youth who are blind and visually impaired.
    - a. Participation in national stakeholder committee
    - b. Development of NIMAC website
    - c. Partnership with the Center for Applied Special Technology (CAST) and the Assistive Technology Industry Association (ATIA) to develop guidelines and procedures
  9. Implementation of the online Federal Quota registration system.

## Reports from the Advisory Committees of APH: Educational Services Advisory Committee, Fiscal Year 2006 {CONTINUED}

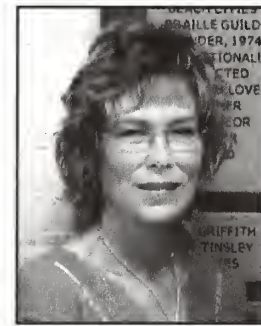
### ESAC RECOMMENDATIONS 2006

The Committee recommends that APH:

1. Identify and implement a comprehensive information/library management system that integrates the technology (hardware/software) needs of multiple departments, including APH database, Louis, ATIC, NIMAC, Website, E-Commerce System and allows search engine access. In addition, allocate resources (personnel and monies) to support the chosen system. Implementing such a system would allow for:
  - Ability to search and identify appropriate textbooks in order to provide to students at the same time as sighted peers
  - Increased outside sales for APH products by improving web exposure
  - Improved web ordering system to facilitate the tracking and production of materials (ordering to delivery)
- b. Provide the necessary personnel, business practices, and funding to fully implement the system
  - c. Develop a system to quantify any benefits by measuring changes in productivity in outside sales and time to process/ship
2. Continue to provide mandatory EOT training at annual meetings and encourage increased attendance (>50%).
3. Increase the capacity of APH braille production (at least 50% by October 2008):
  - a. Establish and implement performance measures for transcribing, production and delivery
  - b. Allocate sufficient resources (personnel and monies) to support this project (in house and contracted)
  - c. Include representation from all departments involved in braille production at all levels of planning
4. New Direction for the Museum:
  - a. Explore a virtual tour of the museum
  - b. Increase the exposure of the museum
  - c. Increase the outreach opportunities
  - d. Explore the online access to archival information
5. Continue to encourage states to participate in Babies Count.
6. Explore additional distant education technology such as video conferencing to encourage participation in training related to products.

Respectfully Submitted,

**Karen Blankenship**, Chair  
Educational Services  
Advisory Committee



## Reports from the Advisory Committees of APH: Educational Products Advisory Committee, Fiscal Year 2006



The Ex Officio Trustee Educational Products Advisory Committee as of May, 2006 (left to right): Jean Small, Maine; Lorri Quigley, Utah; Tom Winton, North Carolina; Carol McCarroll, Chair, Tennessee; Dean Stenehjelm, Washington; Bernadette Kappen, Pennsylvania; Robb Farrell, Maryland; not pictured: Kenalea Johnson, New Mexico, Alternate.

## REPORT OF THE EDUCATIONAL PRODUCTS ADVISORY COMMITTEE TO THE TRUSTEES OF THE AMERICAN PRINTING HOUSE FOR THE BLIND FOR FISCAL YEAR 2006

### INTRODUCTION

In May of 2006, the Educational Products Advisory Committee (EPAC) met for the fifth year as a formal advisory body to the American Printing House for the Blind (APH). The committee members reviewed products under development, met with APH staff, and approved new products for sale with quota funds. It was a pleasure for the Committee to spend time with the innovative and enthusiastic APH staff. After thoughtful review the committee offers the following commendations and recommendations to APH for consideration.

### EPAC COMMENDATIONS 2006

The Committee commends APH for the following:

1. Project leaders' preparation for Committee interviews, provision of background materials, and communication with Committee members.
2. Establishment of the Accessible Tests Department as the national leader in test accessibility for students with visual impairments.
3. Success with the APH large print process, which produces large print textbooks that are appropriately formatted and well-received by students.
4. Improvements in the APH textbook ordering process, which include providing print copies for braille and large print reproduction.
5. Participation of Accessible Tests Department in high level collaboration with state and national entities, including test publishers.
6. Addition of Core Curriculum Project Leader.
7. Expansion of the CVI website and the emphasis on the CVI project area directed toward research and development of products.
8. Generation of high quality and ingenious products by the Tactile Graphics Project.
9. Development of assistive technology products which are creative and on the cutting edge of access to instructional materials.
10. Implementation of webcasts for APH products and services training as well as areas of importance to the field of education of students with visual challenges.
11. Investment in facility improvements which provide a more efficient and productive work environment as part of the Continuous Improvement Project.
12. Investment in equipment and technology to produce quality products in an efficient manner as part of the Continuous Improvement Project.



## Reports from the Advisory Committees of APH: Educational Products Advisory Committee, Fiscal Year 2006 {CONTINUED}

13. Support of a creative, dedicated, flexible, innovative and talented staff.
14. Responsiveness to current and emerging trends in education and technology.

### EPAC RECOMMENDATIONS 2006

The Committee recommends that APH:

1. Review the product research and development process pathway to determine if the procedures and timelines from idea to product could be expedited and to determine if a fast track could be instituted for some products.
2. Assign braille transcription priorities to: the national editions of middle school and high school geography, mathematics, and science textbooks with copyright dates no more than five years old.
3. Foster creative, collaborative partnerships in the digital/technology field to support product development and production in a time-sensitive manner in order to remain on the cutting edge of technological advancement.
4. Develop a brailewriter which would be compact and user friendly, especially for young children and individuals with physical challenges.
5. Devise a formalized exchange of information on tactile graphics concepts and standardization among the APH staff and collaboration with experts in the field of tactile graphics and consider a website for tactile graphics.
6. Adhere to a master schedule for the Building on Patterns Series and allocate the requisite resources toward the release of the Kindergarten level materials in Fall 2006, followed by the sequential release of grade levels one, two and three in the fall of years 2007, 2008 and 2009, respectively.
7. Refocus efforts on products for children with multiple challenges to meet the needs of this growing population as identified by Babies Count and Project Prism.
8. Develop products for children/families, birth to age three, and explore modifications to current APH products for this group using the expertise of researchers both at APH and in the early childhood development field.
9. Develop a CVI focus group of stakeholders with expertise from varied backgrounds.
10. Develop a model for identifying and prioritizing projects in the Core Curriculum Project area.
11. Direct staff to work across project areas to develop assessments in the areas of Adult Life, CVI, Early Childhood and Expanded Core Curriculum which relate to stated developmental milestones and/or grade level.
12. Explore non-traditional ways to convene focus groups using current technology to assist APH with research and product development.

Respectfully Submitted,

**Carol McCarroll**, Chair, Educational Products Advisory Committee



## Reports from the Advisory Committees of APH:

### Educational Products Advisory Committee, Fiscal Year 2006 {CONTINUED}



*Fun with Braille* is a book of entertaining activities designed to provide additional practice for adults and children who are already familiar with the braille contractions. The activities can be done in any order and can be chosen to practice a specific problem contraction or just for fun.

## ADDENDUM TO THE ADVISORY COMMITTEE REPORTS, PROVIDED BY APH:

### APH PRODUCTS APPROVED FOR PURCHASE WITH FEDERAL QUOTA FUNDS, FY2006

*Adapting Science for Students with Visual Impairments*

Braille Transcribers' Kit: Countries & Continents

Crafty Graphics Kit II

Expandable Calendars Boxes

Feel 'n Peel Stickers II Assorted

*Fun with Braille*

*Going Places: Transition Guidelines*

Graphic Art Tape

Braille+™ Mobile Manager

Large Format Atlas

Large Print and Tactile Protractor

*Lots of Dots: Counting 123*

Magnitachers

MathBuilders Unit 1 Print & Braille Kits

*Reclaiming Your Independence Video*

Scattered Crowns

Sound Ball

StackUps

State Maps Collection

*Toodle Tiles™*

*Turbo Phonics*

*Verbal View™ of Net and Web*

*Verbal View of Online Mail*

*Verbal View of Web Documents*

*Verbal View of Web Searches*

Walk/Run for Fitness Kit

*Woodcock-Johnson III®*, Large Print and Braille

World at Your Fingers

ZeitGeist

# DISTRIBUTION OF ELIGIBLE STUDENTS

Based on the Federal Quota Census of January 03, 2005 (FY2006)

This chart lists the numbers of students registered by four major types of programs—Schools for the Blind, State Departments of Education, Programs for Students with Multiple Disabilities, and Rehabilitation Programs. The students are listed by grade and reading media.

Grades:	Visual Readers	Braille Readers	Auditory Readers	Pre- readers	Non- readers	Totals
<b>INFANT PROGRAMS:</b>						
State Departments of Education.....	22	25	18	3358	384	3807
Schools for the Blind.....	24	14	8	926	119	1091
Rehabilitation Programs.....	0	10	0	197	1	208
Multiple Disabilities Programs.....	0	0	0	17	11	28
<b>Totals:</b>	<b>46</b>	<b>49</b>	<b>26</b>	<b>4498</b>	<b>515</b>	<b>5134</b>
<b>PRESCHOOL:</b>						
State Departments of Education.....	168	88	72	4309	499	5136
Schools for the Blind.....	10	18	19	284	87	418
Rehabilitation Programs.....	1	2	0	14	0	17
Multiple Disabilities Programs.....	0	0	0	13	8	21
<b>Totals:</b>	<b>179</b>	<b>108</b>	<b>91</b>	<b>4620</b>	<b>594</b>	<b>5592</b>
<b>KINDERGARTEN:</b>						
State Departments of Education.....	497	207	42	978	376	2100
Schools for the Blind.....	26	19	10	38	27	120
Rehabilitation Programs.....	1	1	2	2	0	6
Multiple Disabilities Programs.....	0	0	0	1	2	3
<b>Totals:</b>	<b>524</b>	<b>227</b>	<b>54</b>	<b>1019</b>	<b>405</b>	<b>2229</b>
<b>GRADE 1:</b>						
State Departments of Education.....	685	221	62	489	303	1760
Schools for the Blind.....	28	23	2	19	5	77
Rehabilitation Programs.....	5	0	0	0	0	5
Multiple Disabilities Programs.....	0	0	2	0	2	4
<b>Totals:</b>	<b>718</b>	<b>244</b>	<b>66</b>	<b>508</b>	<b>310</b>	<b>1846</b>
<b>GRADE 2:</b>						
State Departments of Education.....	776	283	64	349	276	1748
Schools for the Blind.....	24	21	4	12	7	68
Rehabilitation Programs.....	2	0	1	0	0	3
Multiple Disabilities Programs.....	0	0	0	0	0	0
<b>Totals:</b>	<b>802</b>	<b>304</b>	<b>69</b>	<b>361</b>	<b>283</b>	<b>1819</b>
<b>GRADE 3:</b>						
State Departments of Education.....	892	282	75	237	244	1730
Schools for the Blind.....	39	29	4	5	6	83
Rehabilitation Programs.....	1	1	0	0	0	2
Multiple Disabilities Programs.....	1	1	1	0	0	3
<b>Totals:</b>	<b>933</b>	<b>313</b>	<b>80</b>	<b>242</b>	<b>250</b>	<b>1818</b>



# DISTRIBUTION OF ELIGIBLE STUDENTS<sub>{CONTINUED}</sub>

Based on the Federal Quota Census of January 03, 2005 (FY2006)

Grades:	Visual Readers	Braille Readers	Auditory Readers	Pre- readers	Non- readers	Totals
<b>GRADE 4:</b>						
State Departments of Education.....	935	249	72	153	229	1638
Schools for the Blind.....	38	48	8	4	4	102
Rehabilitation Programs.....	4	0	0	0	0	4
Multiple Disabilities Programs .....	0	0	0	0	0	0
<b>Totals:</b>	<b>977</b>	<b>297</b>	<b>80</b>	<b>157</b>	<b>233</b>	<b>1744</b>
<b>GRADE 5:</b>						
State Departments of Education.....	954	278	64	122	216	1634
Schools for the Blind.....	53	49	2	7	10	121
Rehabilitation Programs.....	0	0	0	0	0	0
Multiple Disabilities Programs .....	0	0	0	0	1	1
<b>Totals:</b>	<b>1007</b>	<b>327</b>	<b>66</b>	<b>129</b>	<b>227</b>	<b>1756</b>
<b>GRADE 6:</b>						
State Departments of Education.....	999	272	65	81	228	1645
Schools for the Blind.....	70	60	7	3	8	148
Rehabilitation Programs.....	0	0	0	0	0	0
Multiple Disabilities Programs .....	0	0	2	0	0	2
<b>Totals:</b>	<b>1069</b>	<b>332</b>	<b>74</b>	<b>84</b>	<b>236</b>	<b>1795</b>
<b>GRADE 7:</b>						
State Departments of Education.....	1050	281	95	67	238	1731
Schools for the Blind.....	82	76	11	0	6	175
Rehabilitation Programs.....	0	0	0	0	0	0
Multiple Disabilities Programs .....	0	1	0	0	0	1
<b>Totals:</b>	<b>1132</b>	<b>358</b>	<b>106</b>	<b>67</b>	<b>244</b>	<b>1907</b>
<b>GRADE 8:</b>						
State Departments of Education.....	997	265	103	58	260	1683
Schools for the Blind.....	89	83	10	4	9	195
Rehabilitation Programs.....	1	0	0	0	0	1
Multiple Disabilities Programs .....	0	0	0	0	0	0
<b>Totals:</b>	<b>1087</b>	<b>348</b>	<b>113</b>	<b>62</b>	<b>269</b>	<b>1879</b>
<b>GRADE 9:</b>						
State Departments of Education.....	985	283	72	50	187	1577
Schools for the Blind.....	81	77	10	4	10	182
Rehabilitation Programs.....	1	0	1	0	0	2
Multiple Disabilities Programs .....	0	0	0	0	1	1
<b>Totals:</b>	<b>1067</b>	<b>360</b>	<b>83</b>	<b>54</b>	<b>198</b>	<b>1762</b>
<b>GRADE 10:</b>						
State Departments of Education.....	933	279	85	43	182	1522
Schools for the Blind.....	74	83	8	1	11	177
Rehabilitation Programs.....	1	0	0	0	0	1
Multiple Disabilities Programs .....	0	0	0	0	2	2
<b>Totals:</b>	<b>1008</b>	<b>362</b>	<b>93</b>	<b>44</b>	<b>195</b>	<b>1702</b>

# DISTRIBUTION OF ELIGIBLE STUDENTS<sup>{CONTINUED}</sup>

Based on the Federal Quota Census of January 03, 2005 (FY2006)

Grades:	Visual Readers	Braille Readers	Auditory Readers	Pre- readers	Non- readers	Totals
<b>GRADE 11:</b>						
State Departments of Education.....	901	260	90	38	179	1468
Schools for the Blind.....	83	111	12	1	4	211
Rehabilitation Programs.....	1	0	0	0	0	1
Multiple Disabilities Programs .....	0	0	1	0	1	2
<b>Totals:</b>	<b>985</b>	<b>371</b>	<b>103</b>	<b>39</b>	<b>184</b>	<b>1682</b>
<b>GRADE 12:</b>						
State Departments of Education.....	936	245	105	22	320	1628
Schools for the Blind.....	104	103	17	1	29	254
Rehabilitation Programs.....	9	14	7	0	0	30
Multiple Disabilities Programs .....	0	0	1	0	1	2
<b>Totals:</b>	<b>1049</b>	<b>362</b>	<b>130</b>	<b>23</b>	<b>350</b>	<b>1914</b>
<b>ACADEMIC NONGRADED:</b>						
State Departments of Education.....	409	98	143	221	984	1855
Schools for the Blind.....	44	78	50	65	71	308
Rehabilitation Programs.....	0	3	0	0	2	5
Multiple Disabilities Programs .....	2	0	0	1	18	21
<b>Totals:</b>	<b>455</b>	<b>179</b>	<b>193</b>	<b>287</b>	<b>1075</b>	<b>2189</b>
<b>POSTGRADUATE:</b>						
State Departments of Education.....	12	8	5	22	24	71
Schools for the Blind.....	3	3	0	0	1	7
Rehabilitation Programs.....	0	0	0	0	0	0
Multiple Disabilities Programs .....	0	0	2	0	0	2
<b>Totals:</b>	<b>15</b>	<b>11</b>	<b>7</b>	<b>22</b>	<b>25</b>	<b>80</b>
<b>VOCATIONAL:</b>						
State Departments of Education.....	31	7	8	1	18	65
Schools for the Blind.....	14	21	19	1	1	56
Rehabilitation Programs.....	0	0	0	0	0	0
Multiple Disabilities Programs .....	0	0	0	0	0	0
<b>Totals:</b>	<b>45</b>	<b>28</b>	<b>27</b>	<b>2</b>	<b>19</b>	<b>121</b>
<b>ADULT STUDENTS:</b>						
State Departments of Education.....	378	219	661	44	2733	4035
Schools for the Blind.....	40	48	19	3	79	189
Rehabilitation Programs.....	1042	443	771	10	244	2510
Multiple Disabilities Programs .....	34	16	68	13	1392	1523
<b>Totals:</b>	<b>1494</b>	<b>726</b>	<b>1519</b>	<b>70</b>	<b>4448</b>	<b>8257</b>
<b>OTHER REGISTRANTS:</b>						
State Departments of Education.....	798	203	438	1343	8787	11569
Schools for the Blind.....	89	105	160	106	561	1021
Rehabilitation Programs.....	1	0	1	0	22	24
Multiple Disabilities Programs .....	2	1	13	6	121	143
<b>Totals:</b>	<b>890</b>	<b>309</b>	<b>612</b>	<b>1455</b>	<b>9491</b>	<b>12757</b>

# DISTRIBUTION OF ELIGIBLE STUDENTS<sup>{CONTINUED}</sup>

Based on the Federal Quota Census of January 03, 2005 (FY2006)

Grades:	Visual Readers	Braille Readers	Auditory Readers	Pre-readers	Non-readers	Totals
<b>TOTALS:</b>						
State Departments of Education.....	13358	4053	2339	11985	16667	48402
Schools for the Blind.....	1015	1069	380	1484	1055	5003
Rehabilitation Programs.....	1070	474	783	223	269	2819
Multiple Disabilities Programs.....	39	19	90	51	1560	1759
<b>Totals:</b>	<b>15482</b>	<b>5615</b>	<b>3592</b>	<b>13743</b>	<b>19551</b>	<b>57983</b>

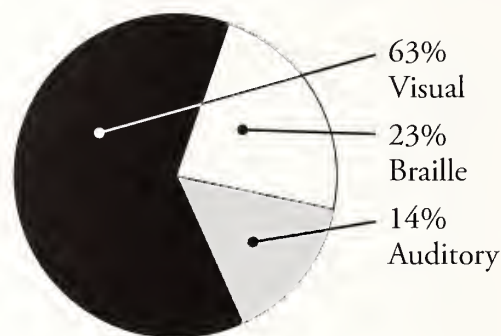
## STUDENT TOTALS AND PERCENTAGES BY PROGRAM TYPE:

State Departments of Education.....	48402	83%
Schools for the Blind.....	5003	9%
Rehabilitation Programs.....	2819	5%
Multiple Disabilities Programs.....	1759	3%

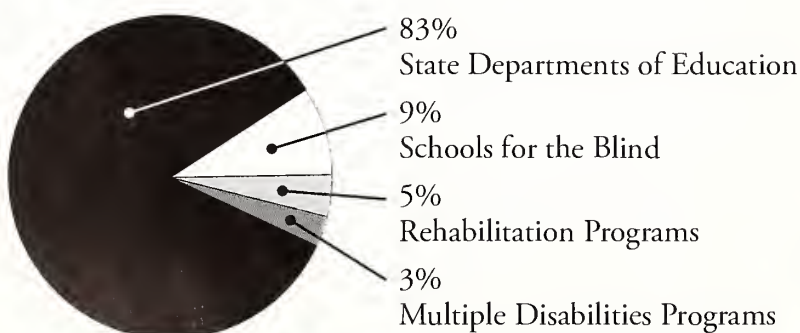
## STUDENT TOTALS AND PERCENTAGES BY READING MEDIUM:

Visual Reader.....	15482	27%
Braille Reader.....	5615	10%
Auditory Reader.....	3592	6%
Pre-Reader.....	13743	24%
Non-Reader.....	19551	34%

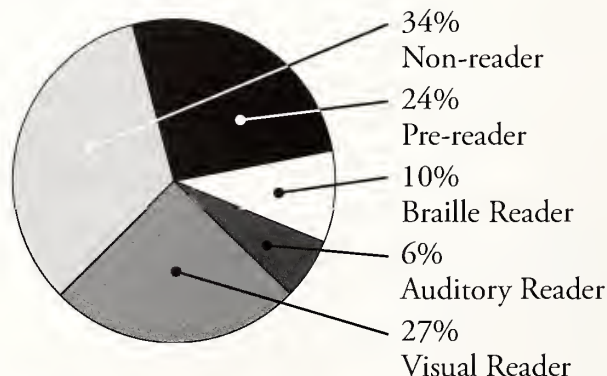
## STUDENT READERS BY READING MEDIUM:



## STUDENT PERCENTAGES BY PROGRAM TYPE:



## STUDENT PERCENTAGES BY PRIMARY READING MEDIUM REPORTING CODES:



## EXPLANATION OF READING MEDIA:

- **Visual Reader:** Students primarily using print
- **Braille Reader:** Students primarily using braille
- **Auditory Reader:** Students primarily using a reader or auditory material
- **Pre-reader:** Students working on or toward a readiness level; infants, preschoolers, or older students with reading potential
- **Non-reader:** Students who show no reading potential; students who do not fall in any of the above categories.

These data were collected and prepared by the Department of Field Services of the American Printing House for the Blind in the administration of the Federal Act to Promote the Education of the Blind of 1879.



# AGENCIES RECEIVING FEDERAL QUOTA FUNDS

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2006

State and Agency	Pupils as of January 3, 2005	FY 2006 Allocation in Dollars
<b>ALABAMA</b>		
Alabama State Department of Education, Talladega	744	180,337.94
Alabama State Department of Education, *PNP, Talladega	76	18,421.62
Alabama Institute for Deaf and Blind, Talladega	295	71,504.96
<b>ALASKA</b>		
Alaska State Department of Education, Anchorage	179	43,387.76
<b>AMERICAN SAMOA</b>		
American Samoa Department of Education, Pago Pago	8	1,939.12
<b>ARIZONA</b>		
Arizona State Department of Education, Phoenix	948	229,785.44
Arizona State Schools for the Deaf and the Blind, Tucson	229	55,507.24
<b>ARKANSAS</b>		
Arkansas State Department of Education, Sherwood	251	60,839.82
Arkansas State Department of Education, PNP, Sherwood	61	14,785.77
Arkansas School for the Blind, Little Rock	73	17,694.45
Lions World Services for the Blind, Little Rock	51	12,361.88
Conway Human Development Center, Conway	78	18,906.40
<b>CALIFORNIA</b>		
California Department of Education, Sacramento	5,333	1,292,664.32
California Department of Education, PNP, Sacramento	799	193,669.38
California School for the Blind, Fremont	79	19,148.79
Braille Institute of America, Los Angeles	37	8,968.42
Orientation Center for the Blind, Albany	24	5,817.35
<b>COLORADO</b>		
Colorado Department of Education, Colorado Springs	620	150,281.62
Colorado School for the Deaf and the Blind, Colorado Springs	80	19,391.18
Rehabilitation Center, Denver	13	3,151.07

Note: The agencies in this section are in the following order within each state: State Departments of Education, Schools for the Blind, Rehabilitation Programs, Programs for Students with Multiple Disabilities.

\*Note: The abbreviation "PNP" means "Private, Non-profit."

# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2006

State and Agency	Pupils as of January 3, 2005	FY 2006 Allocation in Dollars
<b>CONNECTICUT</b>		
Connecticut State Board of Education & Services, Windsor	662	160,461.99
Connecticut State Board of Education & Services, PNP, Windsor	6	1,454.34
Oak Hill School, Hartford	21	5,090.18
Connecticut State Department of Mental Retardation, Hartford	94	22,784.63
<b>DELAWARE</b>		
State Department of Education, New Castle	133	32,237.83
Division for the Visually Impaired, New Castle	37	8,968.42
<b>DISTRICT OF COLUMBIA</b>		
District of Columbia Public Schools, Washington, DC	62	15,028.16
District of Columbia Department of Human Services, Washington, DC	7	1,696.73
Columbia Lighthouse for the Blind, Riverdale, MD	134	32,480.22
<b>FLORIDA</b>		
Florida State Department of Education, Tampa	1,683	407,941.88
Florida State Department of Education, PNP, Tampa	97	23,511.80
Florida School for the Deaf and the Blind, St. Augustine	170	41,206.25
Division of Blind Services, Daytona Beach	54	13,089.04
Miami Lighthouse for the Blind, Inc., Miami	5	1,211.95
Conklin Centers for the Blind, Daytona Beach	40	9,695.59
<b>GEORGIA</b>		
Georgia State Department of Education, Forest Park	968	234,633.24
Georgia State Department of Education, PNP, Forest Park	1	242.39
Georgia Academy for the Blind, Macon	91	22,057.46
Center for the Visually Impaired, Atlanta	79	19,148.79
Gracewood State School and Hospital, Gracewood	7	1,696.73
<b>GUAM</b>		
Guam Department of Education, Hagatña	14	3,393.46
<b>HAWAII</b>		
Hawaii Department of Education, Honolulu	154	37,328.02
Hawaii Department of Education, PNP, Honolulu	20	4,847.79
Hawaii Center for the Deaf and the Blind, Honolulu	4	969.56

# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2006

State and Agency	Pupils as of January 3, 2005	FY 2006 Allocation in Dollars
<b>IDAHO</b>		
Idaho State Department of Education, Gooding	255	61,809.38
Idaho State Department of Education, PNP, Gooding	4	969.56
Idaho School for the Deaf and the Blind, Gooding	21	5,090.18
Idaho Commission for the Blind, Boise	14	3,393.46
Idaho State School and Hospital, Nampa	6	1,454.34
<b>ILLINOIS</b>		
Illinois State Board of Education, Chicago	1,788	433,392.80
Illinois State Board of Education, PNP, Chicago	573	138,889.30
Illinois School for the Visually Impaired, Jacksonville	74	17,936.84
The Hadley School for the Blind, Winnetka	983	238,269.08
The Chicago Lighthouse for People Who Are Blind or Visually Impaired, Chicago	332	80,473.38
Illinois Center for Rehabilitation and Education—Wood, Chicago	27	6,544.52
The Hope School, Springfield	12	2,908.68
<b>INDIANA</b>		
Indiana Department of Education, Indianapolis	714	173,066.25
Indiana Department of Education, PNP, Indianapolis	19	4,605.40
Indiana School for the Blind, Indianapolis	117	28,359.60
Indiana Department of Education, Adult Students, Indianapolis	61	14,785.77
<b>IOWA</b>		
Iowa Department of Education, Des Moines	396	95,986.32
Iowa Department of Education, PNP, Des Moines	4	969.56
Iowa Braille and Sight Saving School, Vinton	29	7,029.30
Iowa Department for the Blind, Des Moines	14	3,393.46
Glenwood Resource Center, Glenwood	40	9,695.59
<b>KANSAS</b>		
Kansas State Board of Education, Kansas City	417	101,076.51
Kansas State Board of Education, PNP, Kansas City	109	26,420.48
Kansas State School for the Blind, Kansas City	42	10,180.37
Rehabilitation Center for the Blind, Topeka	13	3,151.07



# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2006

State and Agency	Pupils as of January 3, 2005	FY 2006 Allocation in Dollars
<b>KENTUCKY</b>		
Kentucky Department of Education, Louisville	598	144,949.05
Kentucky Department of Education, PNP, Louisville	53	12,846.65
Kentucky School for the Blind, Louisville	65	15,755.33
Kentucky Rehabilitation Center for the Blind, Louisville	6	1,454.34
<b>LOUISIANA</b>		
Louisiana Department of Education, Baton Rouge	381	92,350.48
Louisiana Department of Education, PNP, Baton Rouge	2	484.78
Louisiana School for the Visually Impaired, Baton Rouge	45	10,907.54
Louisiana Center for the Blind, Ruston	27	6,544.52
The Lighthouse for the Blind in New Orleans Inc., New Orleans	10	2,423.90
<b>MAINE</b>		
Maine Division for the Blind and Visually Impaired, Bangor	220	53,325.74
<b>MARYLAND</b>		
Maryland State Department of Education, Baltimore	764	185,185.74
Maryland State Department of Education, PNP, Baltimore	164	39,751.91
The Maryland School for the Blind, Baltimore	162	39,267.13
<b>MASSACHUSETTS</b>		
Massachusetts Department of Education, Malden	1,450	351,465.08
Massachusetts Department of Education, PNP, Malden	116	28,117.21
Perkins School for the Blind, Watertown	411	99,622.17
The Carroll Center for the Blind, Newton	22	5,332.57
Massachusetts Association for the Blind, Brookline	13	3,151.07
Massachusetts Commission for the Blind, Boston	210	50,901.84
Walter E. Fernald State School, Waltham	59	14,300.99
<b>MICHIGAN</b>		
Michigan State Department of Education, Flint	2,192	531,318.24
Michigan State Department of Education, PNP, Flint	3	727.17
Michigan Commission for the Blind Training Center, Kalamazoo	308	74,656.03
Visually Handicapped Services, Detroit Receiving Hospital and University Health Center, Detroit	9	2,181.51

# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2006

State and Agency	Pupils as of January 3, 2005	FY 2006 Allocation in Dollars
<b>MINNESOTA</b>		
Minnesota Department of Education, Faribault	758	183,731.40
Minnesota Department of Education, PNP, Faribault	4	969.56
Minnesota State Academy for the Blind, Faribault	39	9,453.20
Blind, Inc., Minneapolis	7	1,696.73
Vision Loss Resources, Minneapolis	18	4,363.01
Lighthouse for the Blind, Duluth	4	969.56
<b>MISSISSIPPI</b>		
Mississippi State Department of Education, Jackson	121	29,329.15
Mississippi School for the Blind, Jackson	84	20,360.74
Addie McBryde Rehabilitation Center for the Blind, Jackson	30	7,271.69
<b>MISSOURI</b>		
Department of Elementary and Secondary Education, St. Louis	778	188,579.19
Department of Elementary and Secondary Education, PNP, St. Louis	148	35,873.68
Missouri School for the Blind, St. Louis	84	20,360.74
Alphapointe Association for the Blind, Kansas City	7	1,696.73
Missouri Division of Family Rehabilitation, Jefferson City	31	7,514.08
<b>MONTANA</b>		
Montana State Department of Public Instruction, Great Falls	159	38,539.96
Montana State Department of Public Instruction, PNP, Great Falls	2	484.78
Montana School for the Deaf and the Blind, Great Falls	22	5,332.57
<b>NEBRASKA</b>		
Nebraska State Department of Education, Nebraska City	435	105,439.52
Nebraska State Department of Education PNP, Nebraska City	2	484.74
Nebraska Center for the Education of Children Who Are Blind or Visually Impaired, Nebraska City	5	1,211.95
<b>NEVADA</b>		
Nevada Department of Education, Carson City	292	70,777.79
<b>NEW HAMPSHIRE</b>		
New Hampshire Department of Education, Concord	148	35,873.68

# AGENCIES RECEIVING QUOTA FUNDS<sup>{CONTINUED}</sup>

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2006

State and Agency	Pupils as of January 3, 2005	FY 2006 Allocation in Dollars
<b>NEW JERSEY</b>		
New Jersey Commission for the Blind and Visually Impaired, Newark	1,812	439,210.15
St. Joseph's School for the Blind, Jersey City	104	25,208.53
<b>NEW MEXICO</b>		
New Mexico State Department of Education, Alamogordo	352	85,321.18
New Mexico State Department of Education, PNP, Alamogordo	9	2,181.51
New Mexico School for the Visually Handicapped, Alamogordo	79	19,148.79
<b>NEW YORK</b>		
New York State Education Department, Batavia	2,761	669,237.99
New York State Education Department, PNP, Batavia	1,285	311,470.78
Lavelle School for the Blind, Bronx	103	24,966.14
The New York Institute for Special Education, Bronx	98	23,754.19
New York State School for the Blind, Batavia	73	17,694.45
Helen Keller National Center, Sands Point	26	6,302.13
<b>NORTH CAROLINA</b>		
North Carolina Department of Public Instruction, Raleigh	879	213,060.55
North Carolina Department of Public Instruction, PNP, Raleigh	336	81,442.94
The Governor Morehead School, Raleigh	378	91,623.31
Division of Services for the Blind, Raleigh	16	3,878.24
<b>NORTH DAKOTA</b>		
Department of Public Instruction, Grand Forks	139	33,692.17
Department of Public Instruction, PNP, Grand Forks	16	3,878.24
North Dakota School for the Blind, Grand Forks	89	21,572.68
<b>OHIO</b>		
Ohio State Department of Education, Columbus	1,409	341,527.10
Ohio State Department of Education, PNP, Columbus	12	2,908.68
Ohio State School for the Blind, Columbus	100	24,238.97
<b>OKLAHOMA</b>		
Oklahoma Department of Rehabilitation, Oklahoma City	712	172,581.47
Oklahoma School for the Blind, Muskogee	67	16,240.11



# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2006

State and Agency	Pupils as of January 3, 2005	FY 2006 Allocation in Dollars
<b>OREGON</b>		
Oregon Department of Education, Salem	588	142,525.15
Oregon School for the Blind, Salem	28	6,786.91
<b>PENNSYLVANIA</b>		
Pennsylvania Department of Education, Harrisburg	1,594	386,369.20
Pennsylvania Department of Education, PNP, Harrisburg	19	4,605.40
Overbrook School for the Blind, Philadelphia	325	78,776.66
Western Pennsylvania School for Blind Children, Pittsburgh	179	43,387.76
Pittsburgh Vision Services, Pittsburgh	28	6,786.91
Royer-Greaves School for the Blind, Paoli	27	6,544.52
<b>PUERTO RICO</b>		
Puerto Rico Department of Education, San Juan	623	151,008.79
Puerto Rico Department of Education, PNP, San Juan	10	2,423.90
Instituto Loaiza Cordero Para Niños Ciegos, Santurce	89	21,572.68
Rehabilitation Center for the Blind of Puerto Rico, San Juan	11	2,666.29
<b>RHODE ISLAND</b>		
Rhode Island Department of Education, Providence	164	39,751.91
Rhode Island Department of Education, PNP, Providence	55	13,331.43
<b>SOUTH CAROLINA</b>		
South Carolina Department of Education, Columbia	413	100,106.95
South Carolina School for the Deaf, Blind, and Multihandicapped, Columbia	175	42,418.20
South Carolina Commission for the Blind, Columbia	19	4,605.40
South Carolina School for the Deaf, Blind, and Multihandicapped, PNP, Columbia	49	11,877.10
South Carolina Department of Disabilities and Special Needs, Columbia	457	110,772.10
<b>SOUTH DAKOTA</b>		
South Dakota Department of Education, Pierre	69	16,724.89
South Dakota School for the Visually Impaired, Aberdeen	112	27,147.65
South Dakota Rehabilitation Center for the Blind, Sioux Falls	7	1,696.73

# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2006

State and Agency	Pupils as of January 3, 2005	FY 2006 Allocation in Dollars
<b>TENNESSEE</b>		
Tennessee State Department of Education, Nashville	855	207,243.20
Tennessee State Department of Education, PNP, Nashville	50	12,119.49
Tennessee School for the Blind, Nashville	166	40,236.69
<b>TEXAS</b>		
Texas Education Agency, Austin	4,685	1,135,595.79
Texas School for the Blind and Visually Impaired, Austin	138	33,449.78
The Lighthouse for the Blind of Houston, Houston	55	13,331.43
Criss Cole Rehabilitation Center, Austin	65	15,755.33
Texas Department of Mental Health/Mental Retardation, Austin	843	204,334.52
<b>UTAH</b>		
Utah State Office of Education, Ogden	478	115,862.28
Utah Schools for the Deaf and the Blind, Ogden	216	52,356.18
<b>VERMONT</b>		
Vermont State Department of Education, Burlington	112	27,147.65
<b>VIRGIN ISLANDS</b>		
Virgin Islands Department of Education, Christiansted, St. Croix	22	5,332.57
<b>VIRGINIA</b>		
Virginia Department of Education, Richmond	1,006	243,844.05
Virginia School at Hampton, Hampton	29	7,029.30
Virginia School for the Deaf and the Blind—Staunton, Staunton	29	7,029.30
Department for the Blind and Vision Impaired, Richmond	75	18,179.23
Department for the Blind and Vision Impaired, PNP, Richmond	28	6,786.91
<b>WASHINGTON</b>		
Washington State Department of Public Instruction, Vancouver	825	199,971.51
Washington State Department of Public Instruction, PNP, Vancouver	71	17,209.67
Washington State School for the Blind, Vancouver	52	12,604.26
<b>WEST VIRGINIA</b>		
West Virginia State Department of Education, Romney	278	67,384.34
West Virginia Schools for the Deaf and the Blind, Romney	98	23,754.19

# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2006

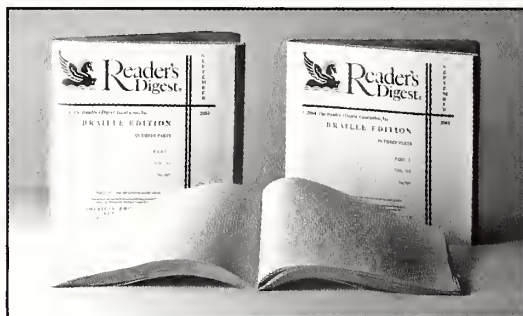
State and Agency	Pupils as of January 3, 2005	FY 2006 Allocation in Dollars
<b>WISCONSIN</b>		
Wisconsin Department of Public Instruction, Madison	651	157,795.70
Wisconsin Department of Public Instruction, PNP, Madison	13	3,151.07
Wisconsin School for the Visually Handicapped and Educational Services for the Visually Impaired, Janesville	55	13,331.43
<b>WYOMING</b>		
Wyoming Department of Education, Sheridan	82	19,875.96
Wyoming Department of Education, PNP, Sheridan	57	13,816.21
<b>Totals</b>	<b>57,983</b>	<b>14,054,482.49</b>



# DEPARTMENT OF DEVELOPMENT

## Department of Development and Magazine Services

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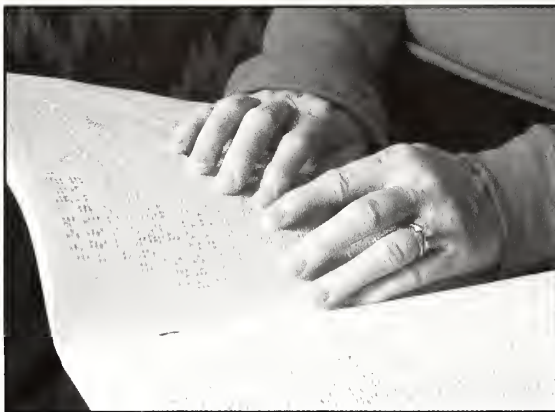
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## Department of Development and Magazine Services



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- You receive the satisfaction of knowing that your significant gift helped our nation's children and adults who are blind.

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If you wish to make the American Printing House for the Blind the recipient of a personal bequest, one of the following forms may be used:

"I hereby give, devise, and bequeath to the American Printing House for the Blind, Inc., Louisville, Kentucky, my entire estate."

OR

"I hereby give, devise, and bequeath to the American Printing House for the Blind, Inc., Louisville, Kentucky, the sum of \_\_\_\_\_ dollars (\$\_\_\_\_\_)."

OR

"I give, devise, and bequeath to the American Printing House for the Blind, Inc., Louisville, Kentucky, (state a fraction or a percentage) of the rest, residue, or remainder of my estate, whether real or personal."

*Always consult your lawyer before making or changing your Will.*

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# REVENUE STATEMENT

## FOR THE YEARS ENDED SEPTEMBER 30, 2006 AND 2005

The American Printing House for the Blind (APH) creates educational, workplace, and life-style products for people who are visually impaired or blind.

### PRODUCTS DISTRIBUTED AND SOLD:

	2006	2005
Braille	\$ 2,693,204	\$ 2,619,053
Recording and Duplication	2,177,277	3,537,902
Large Type	5,349,638	3,813,331
Educational Aids	9,730,684	7,504,189
Electronic Products	3,307,085	4,051,802
Other	(1,454,857)	(1,088,007)
<b>TOTAL PRODUCTS SOLD</b>	<b>21,803,031</b>	<b>20,438,270</b>

### OTHER INCOME:

	2006	2005
Contributions	1,155,967	1,211,276
Bequests	1,892,288	935,600
Interest and Dividends	1,658,927	1,164,339
Net Gain (Loss) on Investments	3,781,127	4,623,580
Miscellaneous	2,427,784	476,970
<b>TOTAL OTHER INCOME (LOSS)</b>	<b>10,916,093</b>	<b>8,411,765</b>
<b>TOTAL REVENUE</b>	<b>\$ 32,719,124</b>	<b>\$ 28,850,035</b>



# STATEMENTS OF FINANCIAL POSITION

September 30,	2006	2005
<b><u>ASSETS</u></b>		
Cash and cash equivalents	\$ 7,088,127	\$ 6,112,232
Investments	74,939,774	67,824,194
Accounts receivable, trade	1,031,565	1,648,257
Government programs receivable	1,881,082	522,396
Beneficial interest under split-interest agreements	283,728	257,885
Inventories	7,238,577	8,272,709
Prepaid expenses	20,695	4,882
Prepaid pension expense	1,886,051	1,185,887
Investments, the use of which is limited	2,841,414	2,764,221
Property and equipment, net of accumulated depreciation of \$10,699,965 and \$10,661,088 for 2006 and 2005, respectively	3,472,692	3,964,285
<b><u>TOTAL ASSETS</u></b>	<b>100,683,705</b>	<b>92,556,948</b>
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<b><u>LIABILITIES</u></b>		
Accounts payable and customer deposits	1,553,411	1,158,258
Accrued payroll	248,190	270,318
Accrued taxes and payroll withholdings	15,562	13,229
Accrued vacation	617,318	616,679
Annuities payable	977,922	956,523
Deferred compensation liability	283,533	206,271
Other accrued expenses	251,080	
<b><i>Total Liabilities</i></b>	<b>3,947,016</b>	<b>3,221,278</b>
<b><u>NET ASSETS</u></b>		
Unrestricted	93,519,892	86,214,802
Temporarily restricted	375,383	356,647
Permanently restricted	2,841,414	2,764,221
<b><i>Total Net Assets</i></b>	<b>96,736,689</b>	<b>89,335,670</b>
<b><u>TOTAL LIABILITIES AND NET ASSETS</u></b>	<b>100,683,705</b>	<b>92,556,948</b>

Full audited financial statements are available on request.

# STATEMENTS OF ACTIVITIES

## Statement of Activities and Changes in Net Assets 2006

Year Ended September 30,

	Unrestricted		
	General Fund	Endowment Fund	Total
<i>SUPPORT, REVENUES, AND GAINS</i>			
Products distributed and sold	\$ 21,803,031	\$	\$ 21,803,031
Contributions and bequests	1,069,661	1,952,751	3,022,412
Interest and dividends	501,853	1,157,074	1,658,927
Gain on investments	62,769	3,641,165	3,703,934
Miscellaneous income	2,425,276	2,508	2,427,784
Net assets released from restrictions	7,107		7,107
<i>Total Support, Revenues, and Gains</i>	<i>25,869,697</i>	<i>6,753,498</i>	<i>32,623,195</i>
<i>EXPENSES AND LOSSES</i>			
Costs of products distributed and sold	16,395,623		16,395,623
General and administrative	4,663,722	87	4,663,809
Program support	2,576,990	336,511	2,913,501
Fund-raising and development	878,159		878,159
Miscellaneous expense	215,384		215,384
Investment fees		251,629	251,629
<i>Total Expenses and Losses</i>	<i>24,729,878</i>	<i>588,227</i>	<i>25,318,105</i>
<i>CHANGE IN NET ASSETS</i>	<i>1,139,819</i>	<i>6,165,271</i>	<i>7,305,090</i>
<i>NET ASSETS, BEGINNING OF YEAR</i>	<i>24,094,192</i>	<i>62,120,610</i>	<i>86,214,802</i>
<i>NET ASSETS, END OF YEAR</i>	<i>\$ 25,234,011</i>	<i>\$ 68,285,881</i>	<i>\$ 93,519,892</i>

# STATEMENTS OF ACTIVITIES<sup>{CONTINUED}</sup>

## Statement of Activities and Changes in Net Assets 2006

2006

Temporarily Restricted			Permanently Restricted	
General Fund	Endowment Fund	Total	Endowment Fund	Total
\$	\$	\$	\$	\$
	25,843	25,843		21,803,031
				3,048,255
				1,658,927
			77,193	3,781,127
				2,427,784
(7,107)		(7,107)		
(7,107)	25,843	18,736	77,193	32,719,124
				16,395,623
				4,663,809
				2,913,501
				878,159
				215,384
				251,629
0	0	0	0	25,318,105
(7,107)	25,843	18,736	77,193	7,401,019
98,762	257,885	356,647	2,764,221	89,335,670
\$ 91,655	\$ 283,728	\$ 375,383	\$ 2,841,414	\$ 96,736,689



# STATEMENTS OF ACTIVITIES<sub>{CONTINUED}</sub>

## Statement of Activities and Changes in Net Assets 2005

Year Ended September 30,

	Unrestricted		
	General Fund	Endowment Fund	Total
<i>SUPPORT, REVENUES, AND GAINS</i>			
Products distributed and sold	\$ 20,438,270	\$	\$ 20,438,270
Contributions and bequests	1,164,913	976,963	2,141,876
Interest and dividends	105,481	1,058,858	1,164,339
Gain on investments	188,386	4,296,761	4,485,147
Miscellaneous income	474,743	2,227	476,970
Net assets released from restrictions	7,598	19,265	26,863
<i>Total Support, Revenues, and Gains</i>	22,379,391	6,354,074	28,733,465
<i>EXPENSES AND LOSSES</i>			
Costs of products distributed and sold	15,989,147		15,989,147
General and administrative	4,153,655	914	4,154,569
Program support	1,264,071	161,159	1,425,230
Fund-raising and development	861,604		861,604
Miscellaneous expense	217,095		217,095
Investment fees		216,294	216,294
<i>Total Expenses and Losses</i>	22,485,572	378,367	22,863,939
<i>CHANGE IN NET ASSETS</i>	(106,181)	5,975,707	5,869,526
<i>NET ASSETS, BEGINNING OF YEAR</i>	24,200,373	56,144,903	80,345,276
<i>NET ASSETS, END OF YEAR</i>	\$ 24,094,192	\$ 62,120,610	\$ 86,214,802

# STATEMENTS OF ACTIVITIES {CONTINUED}

## Statement of Activities and Changes in Net Assets 2005

2005					
Temporarily Restricted			Permanently Restricted		
General Fund	Endowment Fund	Total	Endowment Fund	Total	
\$	\$	\$	\$	\$	20,438,270
5,000		5,000			2,146,876
					1,164,339
			138,433		4,623,580
					476,970
(7,598)	(19,265)	(26,863)			
(2,598)	(19,265)	(21,863)	138,433		28,850,035
					15,989,147
					4,154,569
					1,425,230
					861,604
					217,095
					216,294
0	0	0	0		22,863,939
(2,598)	(19,265)	(21,863)	138,433		5,986,096
101,360	277,150	378,510	2,625,788		83,349,574
\$ 98,762	\$ 257,885	\$ 356,647	\$ 2,764,221	\$	89,335,670

# STATEMENTS OF CASH FLOWS

Year Ended September 30,	2006	2005
<b><i>CASH FLOWS FROM OPERATING ACTIVITIES</i></b>		
Cash received from customers	\$ 21,154,757	\$ 20,259,106
Cash paid to suppliers, employees, and others	(23,520,959)	(22,439,623)
Cash received from gifts and bequests	3,002,551	2,015,554
Interest and dividends	1,565,207	1,174,121
Other income and support	2,427,784	476,970
<b><i>Net Cash Provided by Operating Activities</i></b>	<b>4,629,340</b>	<b>1,486,128</b>
<b><i>CASH FLOWS FROM INVESTING ACTIVITIES</i></b>		
Proceeds from sale of marketable securities	8,091,448	58,147,480
Purchase of marketable securities	(11,483,233)	(61,574,217)
Purchase of property and equipment	(273,539)	(735,617)
<b><i>Net Cash Used in Investing Activities</i></b>	<b>(3,665,324)</b>	<b>(4,162,354)</b>
<b><i>CASH FLOWS FROM FINANCING ACTIVITIES</i></b>		
Proceeds from contributions restricted for investment subject to annuity agreements	189,401	463,764
Payments of annuity obligations	(177,522)	(360,149)
<b><i>Net Cash Used in Investing Activities</i></b>	<b>11,879</b>	<b>103,615</b>
<b><i>INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</i></b>	<b>975,895</b>	<b>(2,572,611)</b>
<b><i>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</i></b>	<b>6,112,232</b>	<b>8,684,843</b>
<b><i>CASH AND CASH EQUIVALENTS, END OF YEAR</i></b>	<b>\$ 7,088,127</b>	<b>\$ 6,112,232</b>



# SCHEDULES OF COSTS

## Schedules of Costs of Products Distributed, General and Administrative, Program Support, Fund-Raising and Development Functional Expenses 2006

Year Ended September 30,

2006

	Program A	Program B	Fund-Raising	Development	Total
Cost of materials and production	\$	\$ 8,796,289	\$	\$	\$ 8,796,289
Labor costs	133,948	10,270,314	93,267	307,086	10,804,615
Supplies	2,138	506,913	169	8,284	517,504
Dues and subscriptions	1,134	22,141	691	1,285	25,251
Travel	1,597	89,189		5,420	96,206
Professional service fees	4,946	1,564,233	266,904	1,917	1,838,000
Legal fees		90,684	110		90,794
Public relations	5,305	54,834	136	16,552	76,827
Public education	2,179	143	150	12,091	14,563
Utilities and telephone	14	369,109		368	369,491
Postage	477	105,895	127,480	19,687	253,539
Equipment rental and maintenance	3,351	905,227	4,379	7,978	920,935
Insurance	2,500	91,638			94,138
Depreciation	18,761	744,830			763,591
Rent	16,800	(16,800)			
Other	2,497	182,647	4,090	115	189,349
<i>Total Program Expenses</i>	\$ 195,647	\$ 23,777,286	\$ 497,376	\$ 380,783	\$ 24,851,092

Program A: Callahan Museum

Program B: Production, support and administrative expenses related to  
producing products for people who are blind or visually impaired.

# SCHEDULES OF COSTS<sub>{CONTINUED}</sub>

## Schedules of Costs of Products Distributed, General and Administrative, Program Support, Fund-Raising and Development Functional Expenses 2005

Year Ended September 30,

2005

	Program A	Program B	Fund-Raising	Development	Total
Cost of materials and production	\$	\$ 8,155,115	\$	\$	\$ 8,155,115
Labor costs	78,023	9,541,332	81,838	267,937	9,969,130
Supplies	4,063	491,262	169	11,050	506,544
Dues and subscriptions	779	29,585	681	2,117	33,162
Travel	3,205	108,021		1,814	113,040
Professional service fees	3,864	391,604	303,657	3,932	703,057
Legal fees		30,746	475	3,654	34,875
Public relations	2,793	92,624	61	11,110	106,588
Public education	1,365	11,391	1,115	15,521	29,392
Utilities and telephone	36	355,303		435	355,774
Postage	704	212,322	120,182	16,852	350,060
Equipment rental and maintenance	1,392	897,910		14,160	913,462
Insurance	2,200	101,337			103,537
Depreciation	14,922	812,062			826,984
Rent	16,800	(16,800)			
Other	3,348	221,638	4,346	498	229,830
<i>Total Program Expenses</i>	\$ 133,494	\$ 21,435,452	\$ 512,524	\$ 349,080	\$ 22,430,550

Program A: Callahan Museum

Program B: Production, support and administrative expenses related to  
producing products for people who are blind or visually impaired.





Introduced by APH during fiscal year 2006, **World at Your Fingers** is a comprehensive set of tactile world maps featuring high-contrast raised surfaces, braille and print labels, and textured lines and areas. The maps delineate continents, oceans, major mountain ranges, rivers, and lines of longitude and latitude. The included guidebook contains suggested uses, general principles of map instruction, extension activities, and additional resources.



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